

The Barber Papers

JAPAN

INITIATING FIRM:

FERRACUTE MACHINE CO., N.Y.

Date Range of Correspondence: 5/23/1908 - 5/29/1908

Number of Documents: 2

Art Work: None

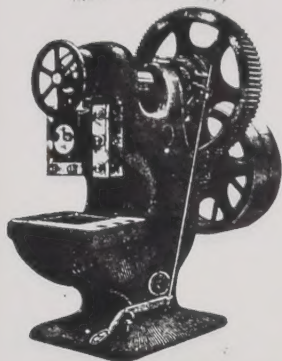
Significance: Last letter requests a price reduction. Apparently, no price agreement could be reached, and no coins were struck.

ESTABLISHED 1863
INCORPORATED 1877

OBERLIN SMITH
PRESIDENT & ENGINEER
PERCIVAL H. SMITH,
VICE PRESIDENT

ENOS PAULLIN,
SECRETARY & TREASURER

HENRY A. JAVIER,
ASSISTANT ENGINEER
WILLIAM F. WARE,
ASSISTANT ENGINEER



CABLE ADDRESS "FERRACUTE, BRIDGETON"
LONG DISTANCE TELEPHONE, NO. 34
LIEBER'S CODE USED

FERRACUTE MACHINE COMPANY

PRESSES, DIES, AND OTHER SHEET METAL TOOLS.

MACHINERY FOR MINTS, AND FOR MAKING HARDWARE, CYCLES, ELECTRICAL GOODS, ETC.

BRIDGETON, NEW JERSEY, U.S.A., May 23, 1908

Answering Yours of _____

Mr. Charles E. Barber,

% U.S. Mint, Philadelphia.

Dear sir:--

We have received order for one of our coining presses for the Japanese Imperial Mint at Osaka. This order comes thru a large export house in New York. There is some possibility of our being able to take order for some coining dies to work in connection with this press. We are trying to obtain information.

In the meantime if you are in a position to do so, please quote us your very best price on one set each (upper and lower) master dies, hobs and working dies, for six sizes of coins as follows: 50 sen, 20 sen, 10 sen, 5 sen, 1 sen and 1/2 sen, the sizes of these coins being as follows: 27.3 m/m, 20.3 m/m, 17.6 m/m, 20.6 m/m, 23.8 m/m and 19.1 m/m.

It occurs to us possibly you are well enough acquainted with these coins to give us a definite price.

In the meantime we are trying to get photographs or specimens of the coins of the above description.

The parties of course wish to buy to the best advantage and we trust you can make us a quotation which will allow us a little margin of profit and still land the order.

Yours truly,

Ferracute Machine Co.,

Per

Sec'y.

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BRIDGETON, NEW JERSEY, U.S.A., May 29, 1908

Answering Yours of 5/26

Mr. Charles E. Barber,

% U.S. Mint, Philadelphia.

Dear sir:--

Your letter of above date received with approximate quotation on the six pairs of master dies, hobs and working dies, one pair each for six different sizes of Japanese coins. It occurs to us, however, that if we quote as much as \$2000 for this it may be too high to land the order, as we believe there is strong competition. Do you feel that this is your best price? You of course know better than we as to what you would charge for work of this kind. We notice, however, in looking up the previous jobs you have done for us that you charged about \$220 per set for five sets of master dies, hobs and working dies for the five different sizes of silver pieces and about \$250 per set of master dies, hobs and working dies for the two different Bolivian coins and about \$205 per set for the 10 cash and the price you now ask for the Japanese coins per set is ^{about} \$333. Before submitting these prices we would like to hear from you again as to whether this is the best you can offer.

Thanking you for your attention, we are

Yours truly,

Ferracute Machine Co.,

Per *E. Paullin*

Sec'y.